



# MOHAMMAD TURKI ALOTAIBI

## CxO executive

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📍 Saudi Arabia

Business Builder

Digital savvy

Thought Leader

A seasoned executive with a proven track record in global management and leadership, driving operational excellence and strategic growth within international corporations.

With extensive experience in diverse roles, including Regional Vice President of Shared Services at SenseTime MEA, Managing Director at Orange Business Services, and Vice President of Sales at Ericsson LM, I have demonstrated a successful ability to lead complex organizations and navigate complex business environments.

My expertise lies in general management, leadership, and executive roles within multinational companies, focusing on shared services, procurement, supply chain management, information technology, administration, facility management, and government affairs. I have also held key positions in sales and marketing.

Throughout my career, I have consistently delivered exceptional results by fostering a culture of innovation, building high-performing teams, and leveraging emerging technologies to drive business growth and enhance operational efficiency. My ability to navigate complex business challenges and strong leadership skills have positioned me as a trusted advisor and strategic partner to organizations worldwide.

## EXPERIENCES

### Regional VP Shared Services

**SenseTime MEA - Since May 2021 - Full-time - Riyadh - Saudi Arabia**



- Responsible of managing strategy and establishing Shared Services sector including functions IT, Procurement & Supply Chain Management, Facility Management, Administration Management and Government Affairs.
- Leading Shared Services Sector. Report to CEO of SenseTime MEA.

### Managing Director

**Orange Business Services - 2017 to February 2021 - Full-time - Riyadh - Saudi Arabia**



- Country Manager and Regional Sales Director at Orange Business Services for Saudi Arabia.
- As country manager, I manage the entire business for Saudi Arabia and country operations for legal Entity orange business Arabia LCC.
- As regional sales director for Saudi Arabia, Kuwait and Bahrain, I lead the sales team toward achieving corporate objectives, sustainable profitable growth, and customer success and satisfaction.

### VP Sales - Public & Enterprise

**ERICSSON AB - 2015 to 2017 - Full-time - Saudi Arabia**



- Leading Public and Enterprise sector for Saudi Arabia and CxO relationships and actively contributing to securing short and long-term profitable business growth
- Member of Ericsson Saudi country unit leadership team, member of Ericsson Industry & Society Middle East and Africa leadership team.
- Focus on the following verticals safety & security, utilities, transport, and smart cities.

### Country Director, IT & Cloud

**Ericsson AB - 2012 to 2014 - Full-time - Saudi Arabia**



- Lead Business line Unit of IT & Cloud for Saudi Arabia. P/L Accountable for E2E sales and delivery OSS, BSS, Systems Integration, IT & Consulting service lines.

## SKILLS

### General Management

- Country Management
- Shared Services
- Governance, Risk, & Compliance
- Information Technology
- SCM & Procurement
- Facility Management

### Strategy & Growth

- Vision & Objectives setting
- Vision Realization
- Growth Planning
- Partnering & Outsourcing

### Steering & Governance

- Stakeholders Management
- Escalation Handling
- Change Management
- Financial & Progress Reporting

### Business Leadership

- Targeted Market selection
- Go-to-Market Planning
- Stakeholders Management
- Business Development
- Account Management

### People Leadership

- 160+ Employees
- 300+ Off-shore team
- Managed diversified teams

- Managing multi-layer organization (160+employee) & (300+ Off-shore)

Member of Ericsson Saudi country unit leadership team, member of Ericsson OSS/BSS, Cloud & Consultancy & Systems Integration Middle East and Africa leadership team

## Sr. Account Manager

Ericsson AB - 2007 to 2012 - Full-time - Saudi Arabia



IT and Telecom Sales and Consultancy professional with wealth experiences in mega deals and extensive knowledge in Saudi Market in general and specifically IT solutions and VAS services. Fostering relationship with executives and create unique value proposition to meet business challenges and accelerate growth strategies with proven track records of achievements and success.

## Project/Program Director

Ericsson AB - 2005 to 2007 - Full-time - Saudi Arabia



Enthusiastic and result oriented customer project manager (PMP® certified)/program Director, with strong record in the field of ICT solutions and VAS services, successfully delivered various complexity type of projects/programs covering Access/core/VAS and OSS/BSS consultancy and IT domains.

## Business Analyst/Project Manager

Royal Commission for Jubail & Yanbu - 2003 to 2005



Lead financial module – Enterprise Resource Planning Project (ERP), Manage Document Management System Project (DMS), Lead change management (CM) activates to adapt ERP Project for national wide transformation program (Safeer).

## Lead Software Engineer

Raytheon - 1998 to 2003 - Full-time - Saudi Arabia



Responsible for designing and developing applications and critical real-time systems, Include OJT in California, USA, conducting software engineering, and UNIX.

## EDUCATION

### MBA

THE UNIVERSITY OF HULL

2001 to 2003

Master of Business Administration

### Bachelor's Degree (BSc.)

KING SAUD UNIVERSITY

1994 to 1998

Computer Sciences & Information Systems

## Executive Leadership Program

INSEAD

2020 to 2021

Digital Leadership Program

## Organization Leadership

- Right Shoring
- Resource Management
- Virtual team Management
- Processes management
- Business Excellence

## Professional Services

- Consultancy & Advisory Services
- Digital Transformation
- Systems & Solutions Integrations
- Managed Services
- IT Outsourcing & ADM/MSI

## Technologies & Solutions

- Artificial Intelligence
- Smart Solutions (Cities, Spaces...etc.)
- Cloud Computing & DC
- Business Applications
- Cyber Security
- Telecommunications

## Industries & verticals

- Telecommunications
- Public Sector
- Smart Cities
- Energy & Utilities
- Healthcare
- Transportations
- Education
- Public Safety & Defense

## INTERESTS

### Literature

Business & Bibliography Reading

### Travel

Culture and People